



# Jeenothan Dev Gunasekar

## WORK EXPERIENCE

### Business Development Manager

*Dr Tan & Partners | Mar 2024 - Present*

- Cultivated and managed strategic alliances with key stakeholders in healthcare and wellness industries, fostering mutually beneficial relationships that elevated revenue streams, resulting in a 25% increase in revenue.
- Pioneered market entry strategies that capitalized on emerging opportunities, leveraging comprehensive market research and targeted marketing initiatives to drive a notable 30% increase in our client base.
- Spearheaded the introduction of progressive services such as stem cell therapy, vitamin drips, weight management programs, and advanced hair transplant solutions, aligning our offerings with evolving client needs while adhering to regulatory standards.
- Championed a client-centric ethos, delivering personalized consultations and support that fortified long-term relationships and bolstered customer loyalty, resulting in a significant 35% enhancement in client retention rates.

### Operations Manager and Business Development Manager

*MyCLNQ Health | Mar 2023 - Mar 2024*

- Spearheading operational efficiency across various healthcare sectors, including hospitals, healthcare providers, pharmaceutical companies, universities, and esteemed government bodies such as MCMC and MOH.
- Cultivating strategic alliances with vendors, skillfully negotiating contracts, and meticulously monitoring service levels to ensure the seamless delivery of goods and services, thereby fostering mutual prosperity.
- Harnessing the power of data analytics to meticulously dissect performance metrics, unearth actionable insights, and implement data-driven enhancements aimed at elevating outcomes and fostering positive transformation.
- Nurturing a collaborative ethos, I champion open dialogue and interdisciplinary teamwork, fostering a culture of synergy and shared purpose across departments to optimize processes and enhance the calibre of care and services delivered.

## CONTACT

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## PROFILE

Transitioning from a Pilot to a Business Development Manager, I bring a unique blend of operational expertise and strategic vision. With experience in Project Planning, an additional cap as an Operations Manager and a background in aviation operations, I possess a deep understanding of complex logistics and meticulous attention to detail. A versatile and hardworking professional caring for diverse conditions, I am enthusiastic and eager to contribute to team success through hard work. Known for great attention to detail and excellent organizational skills, I am motivated to learn, grow, and excel in my role.

# Jeenothan Dev Gunasekar

## REFERENCES

- **MR RAMESH VADIVELOO**  
Operations Manager of DTAP  
(+60) 12 292 8096
- **DR NESHAAL THANASEKARAN**  
Medical Coordinator of MyCLNQ  
(+60) 12 622 0126
- **MR TAN OOI JIN (SHANE)**  
Director of HS Cloud Lab  
(+60) 16 238 2086
- **DR SIVAKUMAR**  
PIC of NGT Solutions  
(+60) 12 403 8010
- **MR RAJA MARIAPPAN**  
Director of CMKR  
(+60) 12 313 1087
- **MR HAIRIEZAL**  
PIC of MyVac Volunteering Program  
(+60) 11 1141 3288

## SKILLS

- Effective Time Control ●●●●●
- Efficiency Under Pressure ●●●●○
- Creative Problem-Solving ●●●●●
- Critical Thinking ●●●●○
- Active listening ●●●○○

## Business Development Manager

HS Cloud Lab (subsidiary of Line Clear Express) | Sep 2021 - Mar 2023

- Led strategic business development initiatives within Malaysia's healthcare logistics sector, driving growth and catalyzing transformative change. Collaborated on the implementation of a web-based system, introducing QR code-triggered API calls for enhanced efficiency, ultimately revolutionizing the industry's service delivery standards.
- Managed diverse projects with meticulous attention to detail, including nationwide COVID-19 vaccine delivery logistics for PharmaNiaga, ensuring every corner of the country was reached with precision and care.
- Orchestrated the transportation of medical samples for leading laboratories, ensuring cold chain integrity. Integrated QR code technology for enhanced traceability, significantly improving efficiency and accuracy in sample tracking processes.
- Championed stakeholder engagement, fostering transparency and collaboration for successful outcomes, and establishing enduring partnerships built on trust and mutual understanding.
- Empowered cross-functional teams, fostering adaptability and innovation for continuous improvement, instilling a culture of creativity and resilience that drives excellence in every aspect of operations.

## Operations Manager (Project Based)

NGT Solutions Sdn. Bhd. | Jun- Sep 2021  
Reason for leaving: Vaccines roll-out came to halt in Bukit Jalil PPV

- Assist the nation's immunity program in Bukit Jalil maintaining the flow and easing the vaccination process for fellow Malaysians and non-Malaysians in the national immunization.
- The main person in charge of system-related issues for the vaccination rollout program.

## Site Manager

CMKR Sdn. Bhd. | Apr 2021 - Jun 2021  
Reason for leaving: Operations ceased due to Covid Lockdown

- Supervising and overseeing the direction of the project ensuring that the client's specifications and requirements are met,
- Selecting tools and materials
- Making safety inspections and ensuring construction and site safety
- Checking and preparing site reports, designs and drawings

## ADDITIONAL SKILLS

- ACTIVE LISTENING
- TEAMWORK
- COMMUNICATION
- MULTILINGUISIM
- ATTENTION TO DETAIL
- RESPONSIBLE
- LEADERSHIP
- CANVA
- BASIC PHOTOSHOP
- PROJECT MANAGEMENT
- ADMINISTRATIVE
- MICROSOFT OFFICE (WORD, EXCEL, POWERPOINT)
- LETTER AND CONTRACT DRAFTING
- PR & NEGOTIATION
- PRIORITIZATION AND GOAL SETTING
- BUDGET MANAGEMENT
- PROJECT PLANNING
- EVENT COORDINATION
- CUSTOMER SERVICE
- PROBLEM SOLVING AND DECISION MAKING
- BASIC FIRST AID
- BASIC LIFE SUPPORT (BLS)

## EDUCATION

### Master of Business Administration

*Open University Malaysia (Currently Pursuing)*

The program provides both theoretical and practical knowledge to understand the processes and skills that link the management that gives current organisational best practices which can attain higher productivity among the workforce, improved performance

### CPL/MECIR

*HM Aerospace, Langkawi*

Completed all ATPL ground school subjects (15 ATPL papers) and a total of 160 flying hours made up total of 125 flying hours of Single-Engine Aircraft (Diamond DA40) and 35 flying hours of Twin-Engine Aircraft.

### Bachelor's in Aviation (Professional Pilots)

*RMIT University, Melbourne*

Completed a total of 242.3 hours both on single and multi-engine aircraft flying three different aircraft such as Piper Cherokee, Piper Archer and Piper Seminole. Navigated through most of Victoria, South Australia and New South Wales. Comfortable in commanding and navigating both single and multi-engine aircraft

### South Australia Matriculation

*Taylor's College, Subang Jaya*

Enrolled in a foundation studies-like course to be a pathway to enrolling myself in courses based in Australia. Completed the course with an ATAR score of 87.25%

### Secondary Education

*Victoria Institution*

Developed multiple skills from working as a team to being confident while representing the school scouts on multiple Camporees and Jamborees and represented the school on the state level for Volleyball and Hockey and District level for Handball. President of the Indian Cultural Society and was the Chairman of the Board of Chairmen.

## CERTIFICATES

- **Six Sigma Certificate**
- **Prince2 Certification**
- **Air Transport Pilot's License**  
*CASA ATPL approved by Civil Aviation Authority Malaysia*
- **Basic Life Support (BLS)**  
*BLS provider. Expiry: 2025*